



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN MARYLAND

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in MARYLAND (Fiscal Year 1999 thru 2003)

Companies Supported:	68
Communities Supported:	28
Value of Exports Supported:	\$2,203 million
Value of Exports Supported - FY 2003:	\$ 191.4 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire, Vermont,
New Jersey, Pennsylvania, Delaware, Maryland, Connecticut, Rhode Island

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Ex-Im BANK SUCCESS STORIES

BP Solar, of **Linthicum Heights, Maryland**, used an Ex-Im Bank loan guarantee in 2001 to sell 1,500 photovoltaic energy panel systems to buyers in rural areas of **Argentina's Jujuy province**. The transaction, which was supplemented by a grant from the World Bank and the Global Environment Facility, helped individual households that had never had electricity to purchase the units directly will have electricity for the first time

Global Hardwoods, Inc., a small, family-owned lumber company in **Oakland, Maryland**, increased sales and sustained 65 jobs in western Maryland with the help of an Ex-Im Bank working capital guarantee. Since it received its first \$1.2 million working capital line of credit from **First National Bank of Maryland** in 1996 and began exporting, the lumber brokerage has had a five-fold increase in its export sales of hardwood lumber to **Europe** and **Asia**. "Our affiliate lumber manufacturing company, Wood Products, Inc., went from 65 employees three years ago to 130 employees now," company president Reginald A. Messenger said. "Two-thirds of that increase is due to our foreign sales. Ex-Im financing allows us to open our eyes to the world and reach out to new markets."

Atlas Mercantile, Inc., a two-person trading company in **Silver Spring, Maryland**, sold \$862,000 of construction equipment to a **Ugandan** buyer backed by an Ex-Im Bank-guaranteed medium-term loan. The equipment is being supplied by **Bob Russell Equipment, Inc.**, of **Rockville, Maryland**. "It is very difficult for buyers in Africa to get affordable financing," said John Baingana, Atlas Mercantile's vice president. Baingana, who came to the U.S. from Uganda 20 years ago, founded Atlas in 1996 with Baka Kasule, who is now the company's president. "We had been getting half of our payments in cash. The Ex-Im Bank financing will enable us to do more business in that part of the world by offering credit." Atlas also used an Ex-Im Bank guarantee to sell \$1.3 million of used Caterpillar and Mack trucks and other used equipment to a buyer in Limbe, **Cameroon** in 2002. The guaranteed lender is Riggs Bank N.A. of Washington, D.C.

Ward Machinery Company, of **Cockeysville, Maryland**, a small-business manufacturer of finishing equipment for the corrugated box industry which employs 345 workers at the Cockeysville plant, exported \$40 million of equipment to **Asia** and **Latin America** between 1995 and 1999 that was financed with Ex-Im Bank's export insurance and loan guarantees.

Bechtel International Inc., of **Gaithersburg, Maryland**, used a \$178 million Ex-Im Bank long-term direct loan to export gas turbines and other equipment for a 469-megawatt combined cycle power plant in Araucaria, **Brazil**.

Among the **Baltimore** companies that Ex-Im Bank has helped export their goods and services during the last five years are: **A.J. Sackett & Sons Company**; **Adcor Industries Inc.**; **Aqua-Flo Inc.**; **Baltimore Aircoil Company**; **Development Design Group**; **Ellicott Machine Corp.**; **Imgarten International Inc.**; **J.C. Parry & Sons Co.**; **Kalico Exports Inc.**; **Manufacturers & Traders Trust**; **Oriac Inc.**; **ROI Technologies Inc.**; and **Vac-Pac Manufacturing Co.**